

## TIDES OF COMMERCE: Little-noticed law favors state's small businesses

By HARRY EAGAR, Staff Writer

Monday, May 16, 2005 12:28 PM

Russ Saito, the state comptroller and director of the Department of Accounting and General Services, is trumpeting Act 50, which he says has been "largely overlooked" by the business community.

Gov. Linda Lingle signed it into law Thursday, and it changes the way state and county contracts will be awarded to give small firms a guaranteed share of public business.

Act 50 mandates regulations to set aside certain state and local contracts for award only to small businesses.

For large contracts that exceed the capability of small businesses to bid alone for them, the act calls for regulations to ensure that they get subcontracts.

Perhaps Act 50 didn't get much attention because it gathered bipartisan support and caused no fuss in the session just past.

Saito says this "Small Business Preference" first was introduced in 2003 as part of Lingle's Omnibus Procurement Reform Bill.

**HANDS ACROSS THE SEA.** Maui Hands, which has four art galleries and artisans boutiques here, has opened its first Mainland outpost in Santa Monica, Calif. Ed Lane, Piero Resta, Steve Sundram and Linda Whittemore were featured in the first hangings and displays.

**FAST CASH.** Craig Schafer has opened his third PayDayHawaii loan office, this one in Queen Ka'ahumanu Center. The branch is designed to look more like a bank, but he says, "I know our clients will really appreciate the fact that we're open in the evenings and all weekend."

**REMODELING.** David St. John, who took over a modeling studio in Denver in 1977 and later expanded to Washington and Oahu, will open St. John Studios of Hawaii Modeling-Finishing-Acting School in Lahaina in June. It will be introduced with a Free Headshots event at which potential models between ages 12 and 32 will be photographed at Lahaina Cannery Mall the morning of June 4.

**A NEW LOOK.** Residential telephone customers will be charged the same rates and fees now that Hawaiian Telcom has taken over from Verizon, but the bills will look a little different. Verizon will continue to collect and process payments through the end of this year, but customers should send their checks made payable to Hawaiian Telcom to a new address, P.O. Box 9688, Mission Hills, Calif. 91346-9688. Online payment is no longer available, but Hawaiian Telcom says it is working on developing this capability apart from Verizon systems.

MARKET MODELER. Maui financial adviser Steven Woodard was invited to Alabama recently to describe his "FavFifteen" stock trading model to about three dozen investors who paid \$3,500 each for a week's training at DTI Advanced Anniversary Training. Woodard devised the system for independent and active investors, and he offers a money-back guarantee: If subscribers don't make a majority of profitable trades, he will refund a full year's subscription cost. He's branch manager at Girard Securities in Kihei.

■ "Tides of Commerce" appears on the Money Matters page every other Monday. If you have an item for the column, please call reporter Harry Eagar of The Maui News at 242-6392 or fax the item to his attention at 242-9087. His e-mail address is [heagar@mauinews.com](mailto:heagar@mauinews.com).

---

Copyright © 2004 The Maui News.